UNITED STATES DEPARTMENT OF AGRICULTURE
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AGRICULTURAL OUTLOOK EXTENSION WORK IN 1929 AND SUGGESTIONS FOR THE FUTURE

A Summary of the Replies to the Questionnaire
Sent out in June, 1929

- H. M. Dixon -

STATISTICAL SUMMARY OF AGRICULTURAL OUTLOOK EXTENSION WORK IN 31 STATES 1/

Number of copies of Federal outlook reports distributed	24,815
Number of copies of State outlook reports distributed	232,603
Number of these States printing the outlook report	15
Number of agricultural outlook meetings held:	
By specialists	632
By county agents	643
Total attendance	68,921
Number of all other meetings held at which outlook material was used	1,265
Total attendance	47,182
Number of economic workers who assisted with outlook meetings	119
Number of other specialists who use outlook material	175
Number of counties reached with outlook information:	
By meetings	828
In other specific ways	1,419
Number of county agents making definite use of outlook information	1,051
Number of radio talks on outlook	175

1/ This information was given by the following: H. R. Wellman, California; A. W. Manchester, Connecticut; Kenneth Treanor, Georgia; P. E. Johnston, Illinois; O. G. Johanningsmeier, Indiana; W. E. Grimes, Kansas; G. B. Nance, Kentucky; D. W. Reed, Maine; F. H. Branch, Massachusetts; R. L. Donovan, Minnesota; T. M. Patterson, Mississippi; D. C. Wood, Missouri; Paul Carpenter, Montana; Ralph Cole, Nebraska; T. E. Buckman, Nevada; H. C. Woodworth, New Hampshire; W. F. Knowles, New Jersey; L. H. Hauter, New Mexico; V. B. Hart and M. C. Bond, New York; G. W. Forster, North Carolina; R E. Willard, North Dakota; C. R. Arnold, Ohio; T. S. Thorfinnson, Oklahoma; L. R. Breithaupt, Oregon; G. E. Adams, Rhode Island; A. E. Anderson, South Dakota; R. L. Lancaster, Texas; William Peterson, Utah; W. J. Nuckolls, Jr., Virginia; R. M. Turner, Washington; A. J. Dadisman, West Virginia.

Additional narrative reports were submitted by: A. B. Ballantyne of Arizona, A. P. Spencer of Florida, C. W. Hungerford of Idaho; W. J. Hart and F. B. Bomberger of Maryland, D. W. Watkins of South Carolina, and F. P. Lane of Wyoming.

A statistical summary of the outlook extension work reported by 31 States showed a total of 250,000 copies of outlook reports distributed. Also 2,500 meetings held with 116,000 people in attendance.

Some of the suggestions from the States for consideration in future work included the following:

1. Outlook information should be timely. Some are meeting this problem of timeliness by holding outlook meetings by groups of commodities or for single commodities at the proper time of year of most value to farmers in deciding upon adjustments to be made.

2. To be most useful, outlook material should be given local adaptation for different areas and different sets of conditions.

3. When States such as Minnesota and North Dakota are wanting outlook information on such crops as spring wheat, flax, and potatoes, Florida, Texas, and California are wanting entirely different data.

4. Many States desire more of the supporting evidence back of outlook statements.

Many other suggestions were included in the replies to different questions.

In order that each person responsible for the development of outlook extension work may have the benefit of these suggestions, we are including them by States in this report. The inquiries made and the replies from each State follow.

WHAT ARE THE ESSENTIAL THINGS THAT ACCOUNT FOR THE SUCCESS OF OUTLOOK EXTENSION WORK IN YOUR STATE?

California -- Since only one outlook report has been issued, it is too early to determine whether the work is a success or not.

Connecticut -- Entire extension organization actively engaged in outlook work. Continuous outlook work during entire year. Emphasis on relation of all extension programs to outlook.

Georgia -- Outlook material presented at regular farmers' institute meetings. Reach a more representative group this way than through a series of local meetings.

Idaho -- Coordination of effort of extension and experiment station group.

Illinois -- Series of adjustment conferences held last fall furnished background for outlook meetings. Local leader had been appointed for each county according to subject-matter classifications.

Indiana -- Increased interest in economics on the part of county agents and farmers.

Kentucky -- Securing the cooperation of extension specialists, county agents, and Smith-Hughes teachers, furnishing county agents lecture outlines and charts and news articles for their county papers.

Maine -- The information contained a long-time forecast. Outlook material is the basis on which programs are built and is part of subject-matter meeting programs.

Maryland -- General meetings in which outlook conditions, as related to particular crops or phases of the agricultural industry, were considered.

Massachusetts -- A definite plan of the following steps in putting the work across: (1) New England meeting at Boston to develop regional report, (2) specialists' conference at college for presentation and discussion of material, (3) county agent conference for same purpose and to schedule meetings, (4) local meetings for presentation of material, and (5) publicity through leading papers and by county agents.

Minnesota -- Suggested need of more planning in the farm business and the need for study of supply of various products and the things that affect their prices.

Mississippi -- Presented outlook to four group meetings of county agents and helped them get this information in shape to present to their people at community meetings, through their county papers, by word of mouth, and other ways.

Missouri -- In initial phase, by carefully organized plans, cooperation of extension agents, and publicity. In the long run, we believe, success will depend on securing preliminary project work by farmers and our ability to bring about applications through farm-management project work.

Montana -- Continuity of service. Timeliness of subject matter. Correlation with other services. Brevity, simplicity, conservatism.

Nebraska -- Adequate publicity and work by local people in making arrangements.

Nevada -- Release in news-story form through State newspapers.

New Hampshire -- As a result of the outlook for milk shortage in fall, farmers were urged to cut hay early in order to have better quality to stimulate fall milk production.

New Jersey -- Conference of extension people at college when outlook was discussed next week after outlook meeting in Washington. We sold outlook to specialists and county agents as it had never been sold before.

New York -- Economic background that farmers have acquired for years of farm-management extension work, especially price lectures. Making use of outlook a continuous part of year's extension program.

North Dakota -- Getting material to farmers in usable form. Timeliness.

Ohio -- If any success, I would say it is due to the fact that a limited amount of material is sent out; in condensed form; in farmers' terms; basic facts and no forecasts tend to build up confidence in work.

Oklahoma -- Work in infancy here -- too early to speak of it as a success.

Oregon -- Great care in preparation of material, well-organized plan of dissemination. Responsibility should be centralized more in preparation of reports and extension of same.

Rhode Island -- Conferences with small groups and informal discussions. Items in the daily press and weekly local papers.

South Carolina -- We held quite a large number of meetings for the purpose of discussing with farmers the situation in the different lines of production; and agents and specialists who appeared in these meetings made use of information published by the department. These meetings were not referred to as "Outlook" meetings but rather as "Fertilizer Meetings," "Tobacco Meetings," "Poultry Schools," etc., but they did cover much outlook information. I am inclined to believe this is the better approach to the subject matter. The outlook is important in the mind of the farmer only as it applies to a specific subject in which he is interested, or type of farming in which he is engaged.

South Dakota -- Wide dissemination of material to leaders. Adjusting national outlook to fit South Dakota conditions. Clearness in presentation by laying foundation for an understanding of the relationship of supply and demand to price. Development of faith in reliability of information presented as exemplified in report on accuracy of previous year's report. Pointing out indicated trends, and making definite recommendations of direction in which producer may adjust his production and marketing plans.

Texas -- The need for outlook information in helping demonstrators plan their farm operations.

Virginia -- Largely due to good distribution of printed State outlook report in Extension Division News (50,000 copies distributed.) Five district meetings held, county agents, bankers, business men, and leading farmers attended. These men in turn carried the information back to the counties. Outlook talks also made in connection with farm-account schools.

Washington -- Simple localized information and splendid reports received in blue circular, "The Agricultural Situation," each month from the Bureau of Agricultural Economics.

West Virginia -- Something definite -- timely. Contains what the farmers want. Based upon facts and figures.

Wyoming -- County agents bring the outlook to the attention of their farmers at meetings and in press articles.

WHAT ARE SOME OF THE WEAKNESSES IN PRESENT OUTLOOK EXTENSION WORK?

California -- Lack of basic data, lack of price analysis, and lack of definite program in extending material and adapting it to local areas.

Connecticut -- Not enough done to convince farmers of the soundness of the forecasts. Not enough reviews of the soundness of past outlook statements.

Florida -- A year ago last January, we made an effort to issue an outlook from the Extension Service; however, it had to be so general that we did not think it was used as much as we had hoped and largely due to the fact that our information was not sufficient. A good many of our people planted cabbage last year, doubling their acreage because the prospect seemed good on account of the shortage of stocks. This large increase seemed to be their ruination as no one made any money; and on the Irish potato deal, we have had the most successful year of the last three, markets holding steady from start to finish.

Georgia -- County agents do not take full advantage of material offered. Outlook does not appear early enough to benefit many south Georgia farmers.

Idaho -- Very little experience in handling this work. No full-time agricultural economic specialist. County agents lack training in economics.

Illinois -- Did not reach a large proportion of the people. People not yet educated to value of the material. Parts of the material complicated and hard to present to farmers.

Indiana -- Lack of local information, failure to adapt to local conditions.

Kansas -- Prior to 1929-30, the U. S. Department of Agriculture outlook reports were not timely on all products.

Kentucky -- The lateness of the United States outlook which limits the time for holding meetings and the lack of familiarity of county agent on account of its newness.

Maine -- Does not have enough effect upon the entire extension program. I refer to the long-time outlook.

Maryland -- In many instances, the work is too sporadic in nature. To be most effective, the information should be put into the hands of the farmers at times when they can make the best use of it. For many commodities and enterprises, this would mean many reports each year instead of only one.

Massachusetts -- Lack of research on which to base local readjustment programs. Lack of cases with which to demonstrate the successful application of outlook material. Failure of county agents to realize the place for outlook in their programs of work.

Minnesota -- Not enough county agents familiar with the work. Few realize its importance.

Mississippi -- Lack of funds to condense, localize, and disseminate to the people. Most serious of all, however, is the absence of a cotton outlook report.

Missouri -- Lack of year-round project activity in applying the outlook to specific farms and demonstrating the applications.

Montana -- Lack of research background. Lack of localization. Outlook has not been sold to extension agents and specialists.

Nebraska -- Lack of definite planning in advance. Lack of localization of information to sufficient degree.

Nevada -- In Nevada, lack of local information on crop and livestock conditions.

New Hampshire -- A large part of our production is for local consumption and we have little information on local situations, then too, dairying and fruit are fundamentally long-time enterprises, and we as yet are none too sure of the long-time outlook, especially in case of fruit.

New Jersey -- Lack of information on vegetable crops especially. Not enough data and chart material on vegetables for good vegetable outlook meetings.

New Mexico -- Have not been able to give the outlook sufficient time.

New York -- Failure to reach the farmer who never attends meetings with background material. Need for still better background. Need for getting outlook into everyday language. Danger of too much price prediction.

North Carolina -- The main thing retarding the outlook work in this State is the lack of an agricultural economics extension man to organize the work and carry it into the various counties of the State.

North Dakota -- Lack of force. More basic information.

Ohio -- Need for more economic background by farmers and better understanding of supply and demand, etc. Also creation of more confidence in economic information figures.

Oklahoma -- Does not reach sufficient number of farmers. Does not reach them frequently enough to make continuous impression.

Oregon -- Too many people guessing about the outlook and trying to extend their views without adequate research and statistical information.

Rhode Island -- Difficulty of getting the crop material in farmers' hands early enough. Not enough poultry data for our State.

South Dakota -- Material comes to the farmer too late for best use. There is need for much more work in getting farmers to understand the basis of the information, the underlying economic principles, and how to make application of the information. More definiteness in statement of conditions and recommendations would be helpful if it could be done without detracting from reliability. Example: Wool report in Federal outlook. Wider dissemination by means of discussion meetings would also be helpful, this especially for purpose of teaching fundamentals and method of application. Lack of interest by farmers. This is probably due to lack of knowledge on the utility of the material, to lack of understanding of principles involved, and to inability to make use of the material in developing production and marketing plans.

Texas -- The lack of data relating to regions within the State and the lack of data relating to combinations of enterprise of various sizes and types.

Utah -- State publication too late in season. County agents do not know enough about it.

Virginia -- Unable to get information before enough farmers in State. This is due largely to the fact that our force is too small. This will be remedied in the near future.

Washington -- Lack enough help to get it before the farmers of the State either through papers or meetings.

West Virginia -- Not enough people know its value. The outlook covers too much territory -- not for specific regions.

Wyoming -- Lack of definite recommendations as to what course the farmer should pursue with reference to a particular crop.

WHAT ADDITIONAL DATA ARE NEEDED IN LOCALIZING OUTLOOK INFORMATION?

California -- Information on alternative crops and how they fit into the farmers' program.

Connecticut -- In areas where agriculture is concerned with supplying local markets, we need more material gathered by market areas giving just production and intentions to plant. This applies particularly to vegetables.

Florida -- We have a situation now that is confronting Florida and perhaps the country in the Mediterranean fruit-fly situation. I do not see how an outlook could take into account such things; however, it is a fact that we have had storms, freezes, and other things that interfered with the citrus industry and that makes it difficult to forecast, feeling sure that the forecast will work out. I notice that our present citrus crop seems to be about a 60 per cent crop, and it may be that if the quarantine remains, we may not have more than one-half the oranges we had a year ago -- all of which are factors to bear in mind when making recommendations.

Georgia -- Regional outlook data would be valuable.

Idaho -- Farm prices and production by counties. Price and market studies of specialties as beans, peas, alfalfa, clover, fruits, and turkeys.

Illinois -- More thorough study of farm organizations in local areas.

Indiana -- Farm organization data from farm records.

Kentucky -- Information on local farm practices, farm income, market facilities, etc.

Massachusetts -- Price studies, crop and livestock production requirement studies, set-ups for typical farm types, and actual examples of adjustment due to use of outlook.

Minnesota -- Farm records and county summaries where meetings are to be held.

Mississippi -- More outlook information based on data from the cotton growing States.

Missouri -- County data secured systematically prior to date of conference through activity of farmers working under direction of agent and specialist on definitely outlined year-round outlook project.

Montana -- What is produced in a certain area (wool grades and shrinkage for instance?) Where is it marketed? What does the grower get for it?

Nebraska -- Type of farming data. Actual farm records from all areas.

Nevada -- The present crop and livestock work is handled from Salt Lake. Better information could be secured if one man were detailed to Nevada with headquarters here.

New Hampshire -- With the present wide use of trucks, it is difficult to localize outlook material.

New Jersey -- Proper interpretation of New Jersey farm-management surveys, account book, enterprise cost material, etc., so that after Federal and State outlook reports are presented, specialist can say: - "Now in view of the picture of the outlook in poultry, thus and so is a wise plan for the poultry farmer to follow, for these reasons."

New Mexico -- More data on production, intention of seeding and consumption of alfalfa in the Southwest.

New York -- Census data by townships. State data relative to major farm enterprises in the State.

North Carolina -- More detailed information on farm organization and management such as we have available in four or five counties in the State together with information relative to types of farming.

North Dakota -- More detailed information locally by counties. The sample census will be an exceedingly valuable addition to present base material.

Oklahoma -- Specific farm set-ups or plans on basis of which application or outlook to individual farm may be illustrated.

Oregon -- More intentions to produce and price analysis. We run the risk constantly of suggesting changes when we do not know what changes are already planned.

Rhode Island -- More local economic information.

South Carolina -- On the problem of localizing outlook information, a "poultry school," for instance, can easily be set up allowing for all the time needed for outlook discussions as an essential part of such a program. In a county like Anderson, this State, where cotton is by far the predominant crop, a better attendance would result by announcing a "Cotton Growers' Meeting" than an "Outlook Meeting," though the program actually be the same in both cases.

South Dakota -- Desirable data for better local use of outlook material would be in regard to costs of production and average yield of various commodities, with respect to efficiency of various systems of cropping and livestock production, and on seasonal price tendencies.

Texas -- We are anticipating experimental data within the current year which will facilitate greater use of national information. Otherwise we have no suggestions regarding the national reports.

Virginia -- Outlook information on tomatoes.

Washington -- Need information on berry canning industry and local research on all Washington crops.

West Virginia -- Data on market conditions.

Wyoming -- Turkeys.

WHAT CHANGES IN OUTLOOK WORK DO YOU PROPOSE FOR THE FUTURE?

Arizona -- Want to use it.

California -- Tie it up closer with farm-management work, and issue reports at time they will do most good.

Connecticut -- Issue monthly outlook statements covering various commodities as they are timely.

Georgia -- More intensive work in outlook information through county agents.

Idaho -- Commodity outlook committees in the college. Regional and county outlook conferences. Monthly outlook and market news publication. Regional farm organization and management. Studies to give basis for recommendations at county conferences.

Illinois -- Not determined.

Indiana -- Increase the amount, more local meetings.

Kentucky -- Hold outlook meetings for groups of county agents after which they will hold meeting in their counties.

Maine -- Discuss it more with specialists and county agents.

Maryland -- In general, the outlook reports should be more timely. In Maryland, we need more specific outlook meetings in order to make the significance of the work more real to farmers.

Massachusetts -- Possibly assembling of county agents for purpose of developing a State outlook report. (Make agents feel that they are a part of the work.) More emphasis on the application of the outlook to specific readjustment problems.

Minnesota -- Bring outlook material to attention of more agents.

Mississippi -- A radio broadcasting station is in process of construction and we plan to broadcast. More time and attention will be given to disseminating this report in the future.

Missouri -- To follow a year-round project which will include collecting localized data as to the local situation and demonstrating the applications of outlook to farm operations.

Montana -- More accurate, more timely, thoroughly sell own organization to leading minds of State.

Nebraska -- It is our intention to encourage farmers to take an active part in presenting outlook material. Discussion meetings will be carried on at which farmers will be encouraged to express their own opinions. Responsibility will be placed upon local men with ability as leaders. In brief, we expect to develop what might be called farm-business planning meetings.

Nevada -- Our present method of distributing outlook information through the press appears to be the best for us.

New Jersey -- The biggest change proposed is to tie up properly interpreted definite local data with the State and Federal outlook report.

New Mexico -- Hope to be able to give it more attention and encourage specialists to use the material at general meetings.

New York -- Cooperation of other subject-matter specialists in preparing State report. Regional conferences for training county agents. More radio talks since Cornell station will be operating. More short popular articles for the press.

North Carolina -- The future outlook work in this State does not seem to be promising. We hope, however, to do some outlook work in connection with our research in farm organization and management. Mr. R. H. Rogers is coming to take charge of our farm organization research work and our plans call for extensive work in this field.

North Dakota -- None at present. Economic conference and periodic distribution of information will continue.

Ohio -- No definite changes. Plan meetings with economic leaders this summer and hog, wheat, poultry, and sheep outlook meetings this fall.

Oklahoma -- Will hold outlook meetings in the wheat area in August and September, cover other three districts simultaneously immediately following annual outlook conference.

Oregon -- Make it more timely and reliable by giving attention to commodities when farmers have decisions to make.

Rhode Island -- More group meetings. More use of material by agents.

South Dakota -- More meetings in territory not served by county agents. Have subject-matter specialists assist in outlook meetings. Organize county committees to discuss outlook information several times during year.

Texas -- We propose supplementing national charts with local data and other illustrative charts, pictures, and exhibits. The material other than statistical charts to add interest and suggestions. Sets of such illustrative material to be supplied key agents in certain regions for interesting county meetings.

Utah -- Get State report out earlier.

Virginia -- To hold more district outlook meetings in the State. Also plan to hold a larger number of local meetings in the various counties of the State.

West Virginia -- Push as hard as possible on what we have started this year -- no change only more of it.

SUGGESTIONS FOR IMPROVEMENT OF THE FEDERAL OUTLOOK REPORT

Connecticut -- Still more information on which to base it -- particularly poultry and tobacco.

Florida -- On my return from the conference this year, I took this up with the various district agents and others here at the station to discuss what had better be distributed, but inasmuch as most of our money crops are far advanced by January 1, there was little to say about it, and so we did not issue a printed report. I have studied, however, the reports of many others coming in, and I feel that the effort is one worth while, but it seems to me that for Florida this must necessarily be published in September. That will require, I believe, issuing sectional outlooks.

Georgia -- Get it earlier.

Idaho -- Issue as early as possible. Make reports relative to different areas of country. Issue outlook before farmer must make decisions to sow or breed.

Illinois -- Continue refinement of supporting data. Avoid generalities as much as possible in printed report.

Indiana -- Consider possibilities of including graphs and illustrations.

Kansas -- Continue policy of issuing occasional timely reports, such as the recent hog and poultry and egg reports.

Kentucky -- Get it out earlier.

Maine -- Segregate potatoes to a greater extent as far as charts are concerned into early, late-deficient, and late-surplus States.

Maryland -- Federal outlook reports can be improved through closer cooperation of the State workers.

Massachusetts -- Information on more vegetable crops. Further elaboration of section dealing with farm labor, fertilizer, equipment and machinery, and building materials. Possibly brief sectional reports to supplement Federal report.

Minnesota -- Consider farm woodlots and timber production of enough importance to deserve a report.

Mississippi -- Condense. Leave cotton outlook blank and state reason. Continue to improve and work up more outlook material. Go after more funds for this work. If at all possible, hold outlook meeting 2 or 3 weeks earlier.

Missouri -- Regionalizing the reports so far as possible and making them available before the farmer's cropping and livestock plans have been put into effect.

Montana -- Prepare as a technical paper for professional, extension, and research people. Give more supporting data. Leave out cotton.

Nebraska -- None.

Nevada -- Divide outlook conference.

New Jersey -- More reliable and useful information on vegetables and poultry. Since New Jersey is so much concerned with vegetable and fruit crops, if something could be done about the weather factors, it would be of interest and help to us.

New Mexico -- Continue to stress more what farmers are going to do or are most likely to do as a result of certain economic conditions, and as a result what the most probable production and price will be. I believe such information is much more valuable and usable than a statement that the acreage should be increased or decreased, for such a statement may not apply to any particular community or farm, while a probable price figure can be adopted to any community and any farm.

New York -- At least as much time as last year for the preparation of regional outlook reports. Regional report for Pennsylvania, New York, and New Jersey. Special effort to get representatives from all States at the outlook conference.

North Dakota -- More and more basic commodity data, all possible price and consumption facts, etc.

Ohio -- Supply State workers with figures as well as charts. Charts given this year were very helpful, Tables of figures with them would have assisted workers.

Oklahoma -- Release material in December.

Oregon -- Let a hard-boiled editor prepare the summary paragraphs so they will leave a more direct suggestion of what should be done, but first find out what the farmers already plan to do so they won't be encouraged to do more of something they already intend to do too much of. More regional stuff. More timely dope.

Rhode Island -- Issue earlier in season if possible.

South Dakota -- Earlier release of outlook on crops. Separate report on livestock. More specific statement of conditions, especially in some commodities.

Texas -- Suggestions have been made to make charts the size to fit into county agents handbooks.

Virginia -- Get information on cabbage and early potatoes in hands of farmers at earlier date than it is now gotten to them.

West Virginia -- More on how to use the data.

EXAMPLES OF ADJUSTMENTS BY INDIVIDUAL FARMERS DUE TO USE OF OUTLOOK INFORMATION

Colorado -- "During this visit at Lamar, I talked with a demonstrator who asked for data or advice this spring regarding onions. We advised him to plant corn on a 10-acre field of alfalfa sod instead of onions. He had never grown onions, but the price was attractive. When we left him last spring, we had concluded that he wanted sympathy instead of advice.

"When we drove into his corral. I noticed that he had no onions, but had planted corn instead. I showed him the outlook for $5\frac{1}{2}$ million more bushels than last year. Of course, we had to go out to see the corn which he estimated would make 100 bushels per acre. It is not very often that one gets a definite check-up on the results of outlook information."

Massachusetts -- "Mr. Fred Pellissier of Hadley, who has grown much tobacco in the past, increased his potato acreage and decreased tobacco for two years previous to 1928, because of a more favorable outlook for potatoes than tobacco. In 1928, he increased tobacco and decreased potatoes, because of a reversed situation. He is now increasing his dairy, as he feels that less dependence should be placed on cash crops than formerly."

Nebraska -- "Mr. Hedges' speech on potatoes last year made me $1,000," said Mr. Alva Johnson of Hall County, Nebraska. He had been in the habit of raising about 30 acres of potatoes, and after hearing Mr. Hedges' outlook talk, he cut it down to just one-half acre and figured it saved him around $1,000."

North Dakota -- "I have been studying your outlook report quite closely during the past year and have found the information contained therein to be of great value to our farming business. Anyone whose interest lies in the marketing of farm products can well afford to make use of this official information as it is released in this bulletin, if they desire to market their products intelligently and reap the greatest profit. I can see no way in which this can be done unless the farmer has some way of knowing something about the supply and demand of the agricultural commodities.

"Any attempt to keep this information from the farmer is in my opinion perpetrated for the selfish interests of commercial enterprises with the desire to keep the farmer on his old marketing basis." (Signed) Carl A. Wild, Milton, North Dakota.

"I read regularly and with much interest your farm outlook, and think the publication splendid. However, I am just wondering why you don't fill in some of those blanks on the back page covering "Farm and Industrial Relationships.' Those two columns "Prices Paid by Farmers' for which the statistics seem to be lacking are mighty interesting. We wish they could be kept more nearly down to date. As I look upon it, the discrepancy between the North Dakota farmer's dollar and the other fellow's dollar in purchasing power explains fully what ails us, and it is very apparent by the statistics which you produce that the North Dakota farmer is in quite a bit poorer shape than the average farmer throughout the United States. That, of course, is accounted for by reason of the fact that he is so largely a wheat producer." (Signed) E. J. Lander, Grand Forks, North Dakota.